

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY VIENNA

UNCLAS STATE 279067

E.O. 11652:N/A

TAGS: BPRO

SUBJECT: CFF UTILIZATION IN AUSTRIA

REF: STATE 9534

1. IN ANSWER TO YOUR TELEX OF NOVEMBER 13, 1975 REGARDING
COOPERATING INSTITUTIONS UNDER EXIMBANK'S CFF PROGRAM,
WE OFFER THE FOLLOWING:

BANK FUR KARNTEN, AKTIENGESELLSCHAFT

DR. ARTHURLEMISCH PLATZ 5

9010 KLAGENFURT, AQETRIA

ATTN: MR. MAXIMILIAN MERAN

\$1,000,000 LINE

NO USAGE

EXPIRES: AUGUST 31, 1975

AUTHORIZED: JUNE 10, 1974

BANK FUR OBEROSTERREICH UND SALZBURG

HAUPTPLATZ 11

A-4010 LINZ, AUSTRIA

ATTN: MR. REINHOLD WOODLINGER

\$2,000,000 LINE

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NO USAGE

EXPIRES: AUGUST 31, 1975
AUTHORIZED: MARCH 26, 1973

BANKHAUS DEAK AND CO. LTD.
RATHAUSSTRASSE 20
A-1010 VIENNA
ATTN: MR. JOHN POTTER
\$1,000,000 LINE
NO USAGE
EXPIRES: MAY 31, 1975
AUTHORIZED: MARCH 18, 1974

GIROZENTRALE UND BANK DER OESTERREICHISCHEN SPARKASSEN
SCHUBERTRING 5
VIENNA 1, AUSTRIA
ATTN: MR. JOSEPH TAUS
\$1 MILLION LINE
(1) ONE LOAN \$80,000
EXPIRES: OCTOBER 31, 1975 (APPLICATION FOR RENEWAL
RECEIVED AND BEING PROCESSED)

AQTHORIZED: AUGUST 3, 1972

INTERBANK AKTIENGESELLSCHAFT
KARLSPLATZ 9/SYMPHOUIKERSTRABEL
POSTFACH 59
A-1041 WIEN, AUSTRIA
ATTN: MR. R. WESSELY
\$500,000 LINE
NO USAGE
EXPIRES: JULY 31, 1975
AUTHORIZED: MAY 13, 1974

2. IN GENERAL, THE ENTIRE MARKETING EFFORT FOR THIS
PROGRAM IS IN THE HANDS OF THESE BANKS. OBVIOUSLY, SOME
PERSUASION ALONG THIS LINE WOULD BE IN ORDER.

3. EXIMBANK WOULD BE VERY INTERESTED IN KNOWING WHY
THESE BANKS HAVE MADE LITTLE OR NO USAGE OF THESE LINES.

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4. IN SUMMARY, ALL OF THE LINES IN AUSTRIA HAVE EXPIRED
WITH THE EXCEPTION OF A ONE MILLION DOLLAR LINE TO
GIROZENTRALE UND BANK DERHOESTERREICHISCHEN
SPARASSEN. IT WOULD BE APPRECIATED IF YOU COULD CONTACT
ALL OF THESE INSTITUTIONS IN AN EFFORT TO FIND OUT WHY
THEY HAVE NOT USED THE PROGRAM, AND IF THEY ARE INTERESTED IN
EXTENDING THEIR LINES FOR ANOTHER YEAR. ONE INCENTIVE FOR THE
BANKS WITH LINES THAT HAVE EXPIRED TO EXTEND THEIR LINES

MAY BE THAT THEIR COMPETITION IN THE FORM OF GIROZENTRALE
HAS EXTENDED ITS LINE AND INTENDS TO USE IT.
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